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HISTORY OF THE DRUG BUSINESS IN ANN ARBOR

By E. E. Calkins

Together with remarks contributed by Oscar Eberbach, Arthur E.Mummery, Leslie A. Wikel, and Prof. Charles H. Stocking

The first log cabin was built in Ann Arbor in 1823. Other settlers followed, and by 1827 there were 150 inhabitants, many more of course taking up land all around the village. At a Fourth of July celebration in 1825, 500 persons were in attendance. They could not get along without a drug store, and Dr. De Forest opened the first store which sold drugs, groceries, and agricultural implements.

Main Street Drug Stores

In 1836, Robert P. Chase bought land and began in the drug business on the east side of Main Street, the second door south of Huron Street. The location is now covered by the south end of the Ann Arbor Bank building. In 1844, he sold it to Campbell & Hickox, who were succeeded by George Granville. This firm later became Granville & Fuller.

In 1874, Emmanuel Mann, who had been in partnership with Christian Eberbach since 1843, under the name of Eberbach & Company, succeeded Granville & Fuller until he moved to what is now 213 S. Main Street, where he was succeeded by two of his sons, Henry and Albert. Alfred Walker was included in the partnership at one time. Evidently Mr. Mann did not purchase the Granville business outright, because Granville & Fuller lost both building and stock on a mortgage in 1879.

In 1880, J. J. Goodyear purchased the property and continued in business until 1914. Dr, Robert B. Howy of Dexter succeeded him for six years, and sold to F. H. Stegath, who was compelled to move to 1112 South University Avenue when the bank building was enlarged.

The next drug store was that of Wm. S. and John W. Maynard. It was advertised in 1840, so it must have been in existence earlier than that date. Both brothers built large frame dwellings, John on Division Street in 1840, and William on S. Main in 1844, the latter dwelling now occupied by the Elk's Club. Perhaps this illustrates the saying that "There's lots of money in the drug business."

In 1838, a young German immigrant came overland from the Atlantic seaboard and located in Ann Arbor. His name was Christian Eberbach; he was then twenty-one years old. He was employed in the Maynard store for five years, and then in 1843, in company with Emmanuel Mann, he started another store under the name of Eberbach & Co. In 1845, he advertised under the name of Christian Eberbach, and in 1850 as

"the oldest business firm in Ann Arbor." In 1860, it was Eberbach & Co., on the corner now occupied by the National Bank Building. In 1875, he advertised as Christian Eberbach & Co., Manufacturing Chemists, Dealers in Drugs and Medicines. In 1875 plate glass windows were put in by Eberbach & Co., the first in Ann Arbor. In 1880, it was Eberbach & Son, at 12 S. Main Street. I believe this to be the only business in Ann Arbor which has been in the same family for four generations: Christian, Ottmar, Oscar A. and Robert O., the latter two being active at present, as Eberbach & Son Co. They now occupy their own four-story building with full basement, on the south-east corner of Liberty and S. Fourth Avenue, the two upper floors being used for an extensive business in laboratory supplies.

The store at No. 2 S. Main Street was advertised in 1870 under the name of Ellis & Kissel. In 1875, it was "W. Tremain, Drugs and Insurance." About 1878 it was acquired by Henry J. Brown, who continued the drug business in that location until compelled to move to make room for the Glazier Building, now the Ann Arbor Trust Bldg. He moved farther south in the same block and continued until his death. He was succeeded by Mr. Edsil, who moved to a building on Liberty in the first block east of Main Street. He in turn was succeeded by F. C. Cahow, now located at 213 S. Main.

When I came to Ann Arbor in 1881, John Moore had a drug store on E. Huron Street under the Cook House, now the Allenel Hotel. I can find no record of it, but Mr. Mummery tells me that the second owner was named Gidley, followed by L. S. Lerch, a Mr. Holmes, then John Moore and Salisbury. Arthur E. Mummery clerked for John Moore before he attended the University. In 1894, after graduating from the School of Pharmacy, he opened a store on the north-west corner of Washington Street and Fourth Avenue, which he moved to his present location at 305 S. Main in 1920. So he has been in business almost fifty years.

Arthur E. Crippen, in 1908, purchased the Phillips store at 217 N. Main Street, opposite the postoffice. It had been in existence about ten years. He purchased the Walker store in 1922, and established new stores at 727 N. University Avenue in 1926, and 1102 Broadway in 1928. He later disposed of the latter three stores but still operates the one on Main Street. This Walker store on the east side of Main Street was started about 1895 by Albert Schumacher who had worked for Eberbach & Son. He was succeeded by Hermann Miller, Alfred Walker, and A. E. Crippen.

<u>State Street Drug Stores</u>

The first drug store on State Street was a branch store started by Henry J. Brown about 1881. He did not find it profitable and soon withdrew it.

In 1886, my father purchased the building at 324 S. State Street, and in February, 1887, I opened a store at that address under the firm name of E. A. Calkins & Son, he furnishing the capital. He was not a druggist and was not active. He withdrew about 1900 and the business was continued in my name.

In 1886 there was a fence around the campus; the streets were not paved; electric arc lights had taken the place of gas lights in

the streets, but not in the stores. There were no waterworks nor sewers. There was a postoffice on Main Street but no delivery of mail. Telephones were not in use. There was one other brick store building, on the west side of State Street, the rest being one and two-story wooden buildings. The old Dr. Sager residence stood on the corner of Liberty Street at the north end of the row of stores. There were no stores on the east side of the street nor on William nor Liberty. A few years later a fire destroyed all the buildings between my store at 324 and Liberty. They were later replaced by the stores now standing.

In 1912 I took G. W. Fletcher into partnership after he had worked for me while getting his education in the School of Pharmacy. In 1920 we incorporated, adding Percy W. Mack, Leslie E. Wikel, and one other who did not stay with us. In the meantime we had bought two other stores, one on South University and one on Packard Street near State Street.

I retired in 1925, and later Mr. Wikel withdrew, taking the South University Avenue store, which we had moved to the corner of East and South University Avenues. This store had been started a few years earlier by Mr. Roys. We bought it from his successor.

The second permanent drug store on State Street was started by Emmet C. Basset. Following his retirement it passed through many hands. Lawrence O. Cushing operated it successfully for many years. It is now known as the Swift Drug Store, in the same location.

In 1898, J. J. Quarry opened a drug store on the north-east corner of North University Avenue and State Street, which he operated until his death in 1920, when he was succeeded by G. Claude Drake. The store is still known as The Quarry, but was moved to 322 South State Street to make room for the Trick Building.

There are now 24 drug stores in Ann Arbor, scattered from Broadway on the north to the 1200 block on Packard Street on the south, and from Main & Madison to Forest Avenue near the University Hospital. Three are chain stores connected with stores in other cities. I was once told by a dealer in antiques that anything over thirty years old is antique. Since this is an historical account, I will not catalogue those established during later years.

<u>Picture of a Drug Store</u>

What did a drug store look like before 1875? Some of you have seen the old store at Greenfield Village. In the windows were globes filled with colored solutions, with lights behind them so that they could be seen at night from the outside. Not much use was made of the windows for display purposes. Usually there were some dust-covered sponges and chamois skins, and sometimes chest-protectors made of chamois and red flannel, or some patent medicines, or "condition powders" for farm animals. The display, if it could be so called, was not often changed.

Inside the door, two counters ran from front to back, and on these were show cases 12 inches high. A small one near the door displayed cigars and perhaps tobaccos. Cigarettes were not in common use. There was a pail of fine-cut chewing tobacco under the

counter. On the other side, at the front, some drug stores had a square white marble box from which soda-water was drawn. They served no ice cream. Other show cases contained rubber goods and miscellaneous articles described as "drug sundries." Usually there was stationery, and some stores carried school supplies. Back of the counters were shelves, and on one side these were stocked with patent medicines; on the other side was a bank of wooden drawers containing the coarser drugs and chemicals. Above these, rows of bottles with glass stoppers and black-and-gilt labels contained both liquid and solid drugs. Few stores enclosed their shelves with glass doors. Across the back end a "prescription case" reached from counter to counter, and back of its glass front were shelves containing small bottles of medicines. Such a store showed little promise of becoming a department store, like the chain stores now on Main Street.

In most stores, few prescriptions were dispensed, which is not to be wondered at since the physicians of those days got their education by attending lectures for a year or more. Medical colleges had no laboratories, no dissecting rooms, and no hospitals. Some doctors did not go to college but read the books that they found in the offices of other doctors, and then began to practice. Lest you may think this is over-drawn, refer to the History of Washtenaw County, published in 1881. There you will find stories of prominent men, and that of Dr. William F. Breakey states that he attended Albany Medical College for one year. He must have furnished this information himself. When his grandson, Dr. James Breakey, Jr., studied medicine, he first graduated from high school, then attended the University for six years and spent another year as interne before he was ready to practice. For such progress we may all be thankful.

Because there was a limit to the amount of drugs and medicines that could be sold in a town, some druggists added other lines that seemed suitable. As we have seen, drugs were first sold along with groceries and agricultural implements. Mr. Eberbach added chemicals and chemical glass-ware, which he imported from Germany. Mr. Tremaine added insurance. J. J. Goodyear sold surgical instruments, as did Mr. Quarry. My own business began with the usual drug stock and photographic supplies, the latter developing into a substantial branch of the business. I was the first merchant in Ann Arbor to keep my soda fountain open all winter and the first to offer ice-cream for sale in the winter. I did not progress so far as to serve lunches, which was done for a time in this store since my retirement. The sale of perfumes and toilet articles has developed into a big business in late years, and druggists have had their share of it.

Because of the presence of the University School of Pharmacy, a large proportion of the druggists of Ann Arbor have been graduates from it. Many clerks were able to attend while working part time in drug stores and many graduates from Michigan and from elsewhere found employment in Ann Arbor after graduation, and some later acquired stores here.

From the Annual Announcement, just published, I quote:

> In 1868 a course in pharmacy was given in the College of Literature, Science and the Arts; courses in pharmacy continued to be given in that school until

December 29, 1876, when they became part of a separate division of the University known as the School of Pharmacy. The School had the distinction of being the first college of pharmacy within a university in the United States. The title of the School was changed to College in 1915, to conform with University practice.

The length of the course of studies first offered was two years, and the degree granted was that of Pharmaceutical Chemist (Ph.C.). The first degree of Pharmaceutical Chemist was awarded in 1869. In 1896 the degree of Bachelor of Science in Pharmacy was added to the program, and graduate work for a master's degree was begun. The two- and four-year degrees continued to be awarded until 1913, when the requirement for the Ph.C. degree was increased to three years, and the degree of Graduate in Pharmacy (Ph.G.) was given for the completion of the two-year program. Because of lack of interest in the two-year program, the last Ph.G. degree was awarded in 1919. The three-year course leading to the degree of Pharmaceutical Chemist was likewise discontinued, and the last Ph.C. degree was granted in 1932.

The high standing of this school was due in a great measure to Dr. Albert B. Prescott, who was dean for many years. His aim was to educate students not only for retail pharmacy but for acting as manufacturing pharmacists and as public analysts. Under his leadership the State Pharmaceutical Association was organized and a bill was introduced into the legislature requiring those who would practice pharmacy to obtain a license by passing an examination before a State Board of Pharmacy. This law has since been amended so that the applicant must be a graduate of a school of pharmacy of advanced standards.

An anti-narcotic law was also obtained. This placed the blame for popularizing the use of morphine, cocain, and other narcotics on the doctors, where it belonged, instead of on the druggists. Up to that time all cough mixtures, both prescriptions and proprietary medicines, contained morphine, as did many other remedies. Habitual users of narcotics, till then numerous, have since become very few. I had the privilege of rewriting this statute when it was found to be defective and of presenting it to the legislature for passage, and the law as it stands today is in my language.

Contributed by Mr. Oscar A. Eberbach

The Homeopathic School of Medicine was just starting when my father, Ottmar, returned to this country after graduating as a pharmaceutical chemist from the University of Tuebingen. He expressed himself as willing to prepare these homeopathic medicines, and this the allopathic medical men of the old school did not like. So he was slated for the axe as far as they were concerned, when it came to writing prescriptions on our store. The allopaths attacked him vigorously, and without the support of the doctors it is hard to run a drug store.

My father was nearly blinded in an explosion which occurred while he was compounding some horse medicine. Potassium chlorate and sulphur were to be mixed, which he was going to do with a wooden spatula. Instead a young man started to stir it with a pestle, and the explosion followed. Father's sight was so impaired thereafter that he had difficulty recognizing his friends on the street, which fact was not always realized.

Father had in his youth taken many walking trips over Europe, visiting in the course of them such chemical concerns as Dr. Theo. Schuchart Chemical Works in Goerlitz, the De Haen Chemical Works in Hanover, C. A. F. Kahlbaum Organic Chemical Factory in Berlin, and E. Merck Pharmaceutical Chemical Works in Darmstadt. So when the University of Michigan called for chemicals not being produced in this country, my father was in a position to import them from these houses he had already made contacts with. Drs. Warthin, Huber, and Vaughan were greatly interested in microscopic dyes, which father imported from Dr. Gruebler in Leipzig, who was a manufacturer of microscopical dyes. This led to a need for chemical glassware and "philosophical apparatus," for demonstration purposes only. Such was not made in this country either, but the government was allowing it to be imported free of duty. That fact alone held up the development of any scientific industry here for fifty years. My father used to say, "As sure as the sun rises and sets, this country will some day have a scientific apparatus industry." So he started making static machines, Leiden jars, demonstration motors, etc. Henry Steinbach was one of the first mechanics in that shop.

In 1921, when the Fordney Tariff Law stopped duty-free importing of these things, the scientific apparatus industry really began. Since then the business has been revolutionized, until today 99 per cent of all of our own scientific apparatus is made in this country.

In 1906, after graduating from the University of Michigan, I entered the business. About that time a man who was travelling through, supplying lenses, looked our place over and said to me, "This business is a very nice business; you're going to like it; but you'll have to work hard and long, and -- you'll never make any money,- it's too detailed and too highly specialized." That statement, of course, was back in the days of duty-free importing. Since 1921 things have been different, and the business now on a national basis is reasonably profitable.

My father used to carry in his pocket a newspaper clipping which always amused him greatly. I have it in my pocket now, and will read it, for your amusement:

The Pharmacist and His Careful Customer

"Are you a registered pharmacist?" asked the stranger, walking into the drug store.

"Yes sir," answered the druggist, indicating his certificate, which was neatly framed and hung in plain sight.

"And you are a graduate in pharmacy?" went on the stranger.

"There is my diploma."

The stranger inspected the diploma which hung alongside the certificate.

"You have a soda fountain, I see. Do you use pure fruit syrups and the best form of carbonated waters?"

"We do, sir. Here are the formulas and recipes, also affidavits from the people who compound these goods for me."

"And you handle none but the purest drugs and chemicals?"

"Yes sir. Was there something you wished to--"

"Just a moment. I want to be sure I will get what I ask for. So often one makes a purchase in what seems to be a reliable place, and finds out later that he has been deceived. All the perfumery over there is absolutely reliable goods, is it?"

"Yes, indeed. Can I fix you up a few ounces, or would--"

"No, thank you. I merely wanted to assure myself that this is a trustworthy place before I make my purchase."

"We guarantee everything, absolutely."

"Well, I want a two-cent stamp. I got one yesterday at the druggist's in the next block and it wouldn't stick to the envelope at all. I told my wife it was a shame and a disgrace the way some of our druggists are imposing on their customers, and--"

But the druggist had moistened the stamp, affixed it to the man's letter and was hurrying down the street to mail it for him.

-Chicago Tribune

Contributed by Mr. Arthur E. Mummery

I graduated from the School of Pharmacy in 1885, and started to work in John Moore's drug store on Huron Street. Julius Schlotterbeck, who later became dean of the Pharmacy School, was clerking there at the same time. Every Friday afternoon we clerks used to go out to the gutter in front of the store and hoe out the refuse, which would then be hauled away on Saturday mornings.

One of my first recollections is of going to Eberbach's for John Bull's cough syrup, and to have an ague prescription filled. Christian Eberbach would take the recipe and go back behind the counter and would be gone what I thought was a long time. Since then I have learned that there are reasons to be gone, when filling prescriptions, what my customers too probably thought was a long time, and those reasons sometimes made me glad the front of the prescription department was not transparent, for I might have accidents in mixing. One of my first duties in the store was the mixing of "condition powders" for farm stock. We used a coffee mill to grind the powders together. Crude drugs were used, as herbs, sulphur, and resin.

To Moore's store, in the late eighties, came an Indian Medicine Show, which sold a great deal of Indian "Sagwam." At another time, Dr. Hartman, who made "Peruna," came to the Cook House. This visit was well advertised in advance, and the farmers came in from all around. Peruna was prescribed for all their ills. No proprietary medicines were made from doctor's prescriptions, naturally, but they were always carried in stock, and farmers and working men would buy six bottles at a time, to have it on hand. Doctors in those days would write prescriptions even for quinine, chlorate of potash, and liquorice. Most of the drugs were bought in barrels and kegs, and kept in bulk in wooden drawers. Our perfumes we thought were good, but they didn't cost as much as those of today.

As a boy, I joined a military company. Dr. Arthur Worden furnished little wooden guns for us ten- to twelve-year-old boys. On Memorial Day we marched to the North Side Cemetery and then back to have a treat in Lerch's drug store. This would consist of sodas, strawberry or vamilla flavor. Some thirsty boys would go to the back of the line and repeat the performance.

Mr. L. S. Lerch, one of the earliest druggists, was an usher in the M. E. church. He always dressed in style, with a plug hat, and was so highly perfumed that we could tell when he was approaching. He was followed by Holmes; then by John Moore, who had previously owned Wahr's book store. He sold out to Salisbury, who was the first cut-rate druggist in Ann Arbor. I tried to follow suit, but did not make a go of it; I guess I was not built for a cut-rater. The store was next sold to Dawson; and lastly to Peck, a chain store.

I sometimes recall a verse I recited in my childhood:
"When I'm a man, a man,- a doctor I'll be if I can and I can.
My powders and pills shall be nice and sweet,
And you shall have just what you like to eat!"

Contributed by Mr. Leslie A. Wikel

My remarks will be offered as former (January, 1941, to March, 1942) Director of Drugs and Drug Stores of the Michigan State Board of Pharmacy.

The functions and duties of the Board of Pharmacy are as follows: We have four inspectors who call upon every store in the state, thus giving us check on what the several stores are doing in the way of protecting the public health. Then we also check narcotics prescriptions. We have succeeded in practically stopping the flow of morphine into illegitimate trade in the state, which amounted to a quarter of a million tablets. In doing so, we sent four persons to the State Penitentiary, and revoked several licenses of doctors and druggists. One other very important duty is the licensing of doctors, dentists, druggists, and veterinarians to sell narcotics in the state. There is also a $3.00 state pharmacy license. All peddlars must pay a $25.00 license to sell cosmetics and other sundries such as patent medicines, soap, perfume, and toilet articles. The income from these several licenses forms a very lucrative business for the state. Further, the Board gives examinations for students who have graduated from four years of pharmacy, and those passing receive a certificate entitling them to practice pharmacy in Michigan.

The Michigan State Board of Pharmacy has played its part in war activities. We have a council that investigates all druggists who ask for deferment, and as a result of our recommendations some have been ruled to be essential, others have been put in the armed forces. We have been very successful in setting up First Aid Stations in the drug stores of the state. It is our belief that when bombing raids or any other emergencies hit a region, the people will naturally go to the drug stores for first-aid assistance. A large number of druggists have taken first-aid training, and have set aside from their stock the essential first-aid materials. To these we issue a sign, "Pharmaceutical Unit," to be displayed in the store. We also have a request out for every druggist to report any sale of explosives. Fortunately this disaster set-up has not had to be used, and I believe now it will not be used. But it was the best kind of insurance, and our high degree of preparedness was without doubt one of the reasons for our freedom from sabotage.

Contributed by Charles H. Stocking*

A valuable letter was recently handed to me, for the University, by Mr. Lawrence Prescott. This letter was the original invitation from the University to Dr. Albert B. Prescott to accept a position here. The letter is stained and yellowed and worn, due to having lain for a year on the battlefield in Kentucky, before being picked up and sent, in its original wallet, to the grandson of the first dean of the College of Pharmacy. It is, of course, written in long hand, as follows:

University of Michigan
Department of Medicine and Surgery
Ann Arbor, Michigan
June 28, 1865

Dr. A. B. Prescott
U.S.A.

Dear Sir:

I am authorized to offer to you the position of Assistant Professor of Chemistry and lecturer on organic chemistry and metallurgy in the University of Michigan, at a salary of $1000, from the first of October next. You will please communicate to me at an early day your pleasure in the premises.

Very respectfully
Your obt. svt.

(Signed)
S. H. Douglas
Professor of Chemistry

Then, on the reverse of the page, leat all should not be quite clear and understood between them, he adds:

Dear Doctor:

The enclosed communication needs no explanation from me. I have secured the object after a great deal of effort. In return for this effort, should you accept, I only ask that you should devote your affairs faithfully to the duties of the position. That you will entirely do so but likewise prove faithful to my interpretation of the past is, I hope, sufficient guarantee. You know the duties pertaining to the position. Your labor will be mostly in the University laboratory. We shall have to keep it open in the morning and the afternoon for most of the time. You had better make your arrangements to be here by the 15th of September.

Yours truly,

(Signed)
Silas H. Douglas

Dean Prescott died in February, 1905. His home on the corner of Hill and Tappan, long known as the Pressott House, is now occupied by the Disciples Church.

*Mr. Stocking is Associate Professor of Chemistry and Secretary of the College of Pharmacy, University of Michigan. His father was born in Lima Center in 1835.